# *PRE-SOLICITATION CONFERENCE*

## FLEXIBLE ACQUISITION & SUSTAINMENT TOOL

## 14 JUNE 2000

# FAST Pre-solicitation Conference Agenda

FAST

- 0800 Agenda/Admin Mr. Bobby Burch
- 0805 Welcome/Program Status Mr. David Burton
- 0810 Program Background Mr. Winfield Greene
- 0830 Requirements Scope Mr. Abe Banks
- 0855 Acq. Strategy Ms. Angie Thompson
- 0920 Answers to DRFP Q's Mr. Bobby Burch
- 0940 Break/Questions Submitted
- 1000 Answers To Written Questions
- 1055 One-on-one Ground Rules Mr. Bobby Burch
- 1100 Closing Comments Mr. Bobby Burch

# ADMINISTRATIVE ANNOUNCEMENTS

FAST

- **PHONE – (912) 926-2791 – “EMERGENCY ONLY”**
- **RESTROOMS - EXIT R WOMEN / EXIT L MEN**
- **SNACK BAR - THIRD FLOOR**
- **SMOKING IS ALLOWED OUTSIDE MUSEUM**
- **NO FOOD OR DRINK IN THEATRE**
- **PUBLIC PHONES IN STAIRWELLS**

# Conference Ground Rules

FAST

- **Written Questions**
  - **Draft RFP Focus**
  - **Deposit in Question Box**
  - **Answer Session**
  - **Web Page**
    - **http://pkec.robins.af.mil/FAST/FAST.HTM**

# FAST

# Pre-Solicitation

# Conference

***14 June 2000***

**David D. Burton**
**Director of Contracting**

# Why Has It Taken So Long To Get Here Today?

FAST

- **What we are doing is a first for the Command and the Air Force**
- **The dollar amount and "bundling" attracted attention**
  - **Needed to quantify cost savings**
  - **Needed to satisfy all levels we are increasing dollars to Small Business**
  - **Openness invites other opinions**
  - **Our solicitation is better because of your input**

# *Why Are We Holding <u>Another</u> Industry Day?*

FAST

- ***Most importantly, hold one-on-ones***
  - **Government technical, contracting and program management personnel in each session**
- **Some are still considering whether to prime, team or to participate**
- **Expedite the process**
- **Much has been said and published; you need to hear it from us**
- **Flavor for questions/comments**

# Input To Draft Solicitation

FAST

- **Categories**
  - **Technical**
  - **Pricing**
  - **Contracting/clauses, etc.**
  - **Past performance**
- **No show stoppers—helpful refinements**
- **Will discuss major inputs throughout briefings**

# Status Of Answers

FAST

- **Questions received as of 2 Jun 00: 264**
- **Questions answered and posted as of 14 Jun 00:  134 (51%)**
- **All others are in work and will be posted as soon as possible**

# Our Expectations Of Today

FAST

- **Jointly upgrade a good solicitation to a great one which:**
  - **Provides warfighter capability**
  - **Becomes a model for DoD**
- **While not necessarily answering all your questions today, provide a schedule and assurance we are off and running…finally**

# Summary

FAST

- **Draft solicitation is on track**
- **Answering previously submitted questions/comments as rapidly as possible**
- **We have all necessary approvals to proceed**
- **With refinements we expect FAST to more than satisfy our Command's long standing goals of:**
  - **Supporting the warfighter**
  - **Reducing costs**
  - **Dramatically increasing dollars to small business through direct awards and subcontracting**

FAST

# *PRE-SOLICITATION CONFERENCE*

## FLEXIBLE ACQUISITION & SUSTAINMENT TOOL

## 14 JUNE 2000

**PROGRAM MANAGER:** **Winfield Greene**
**TECHNICAL MANAGER:** **Abe Banks**
**CONTRACTING OFFICER:** **Angie Thompson**

# OVERVIEW

FAST

- **PROGRAM BACKGROUND**
- **REQUIREMENTS SCOPE**
- **ACQUISITION STRATEGY**
- **SUMMARY**

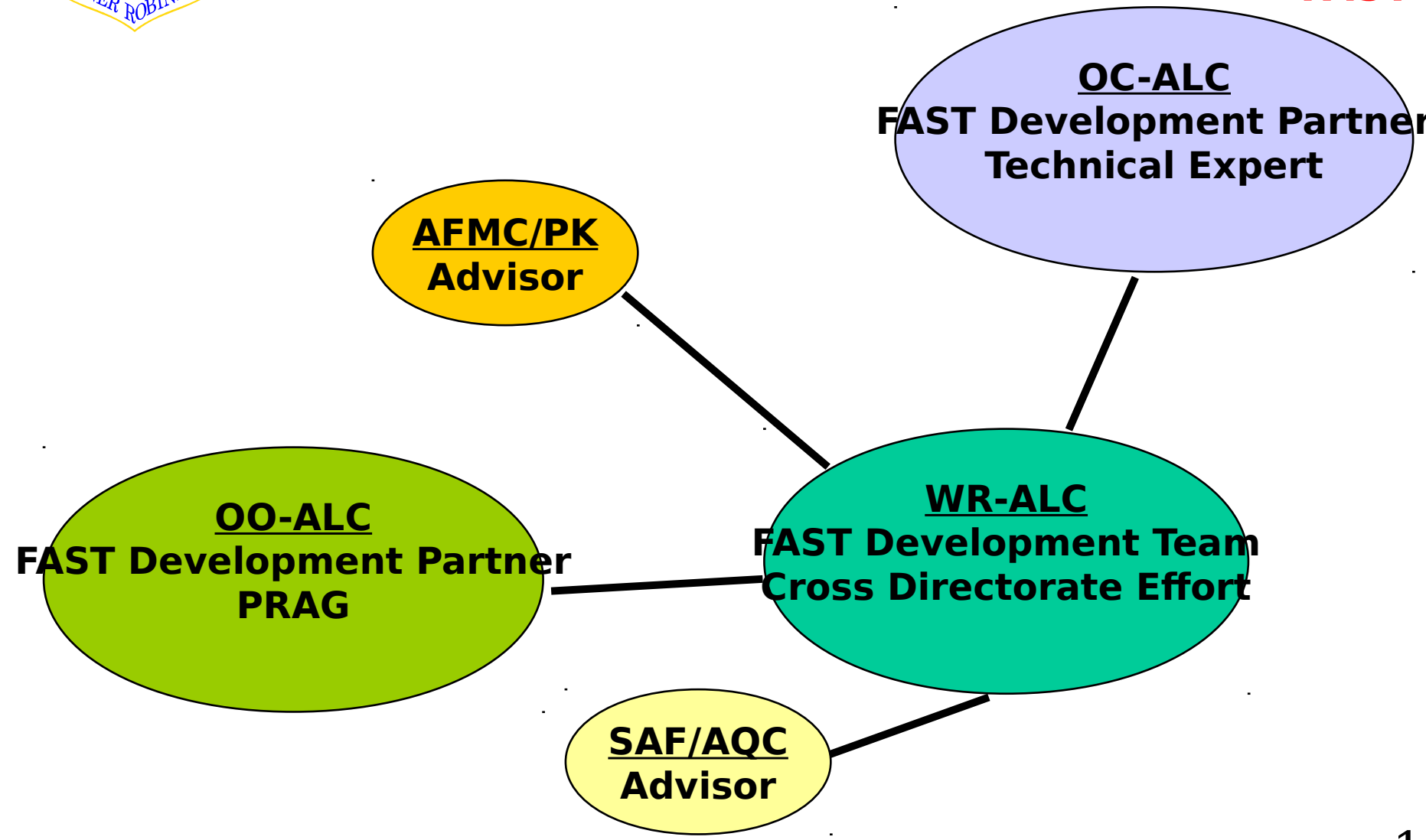
# BACKGROUND
## What is FAST?

FAST

- **A Multiple Award Ordering Contract**
  - **Engineering Services / Manpower Support**
  - **Limited / Contingency Spares and Repairs**
  - **Modifications**
- **Developed by ALCs with Warner Robins as Lead**
- **Estimated Amount - $7.4B Over 7 Years**

# BACKGROUND
## Program Organization

FAST



# BACKGROUND
## Program Managers' Needs

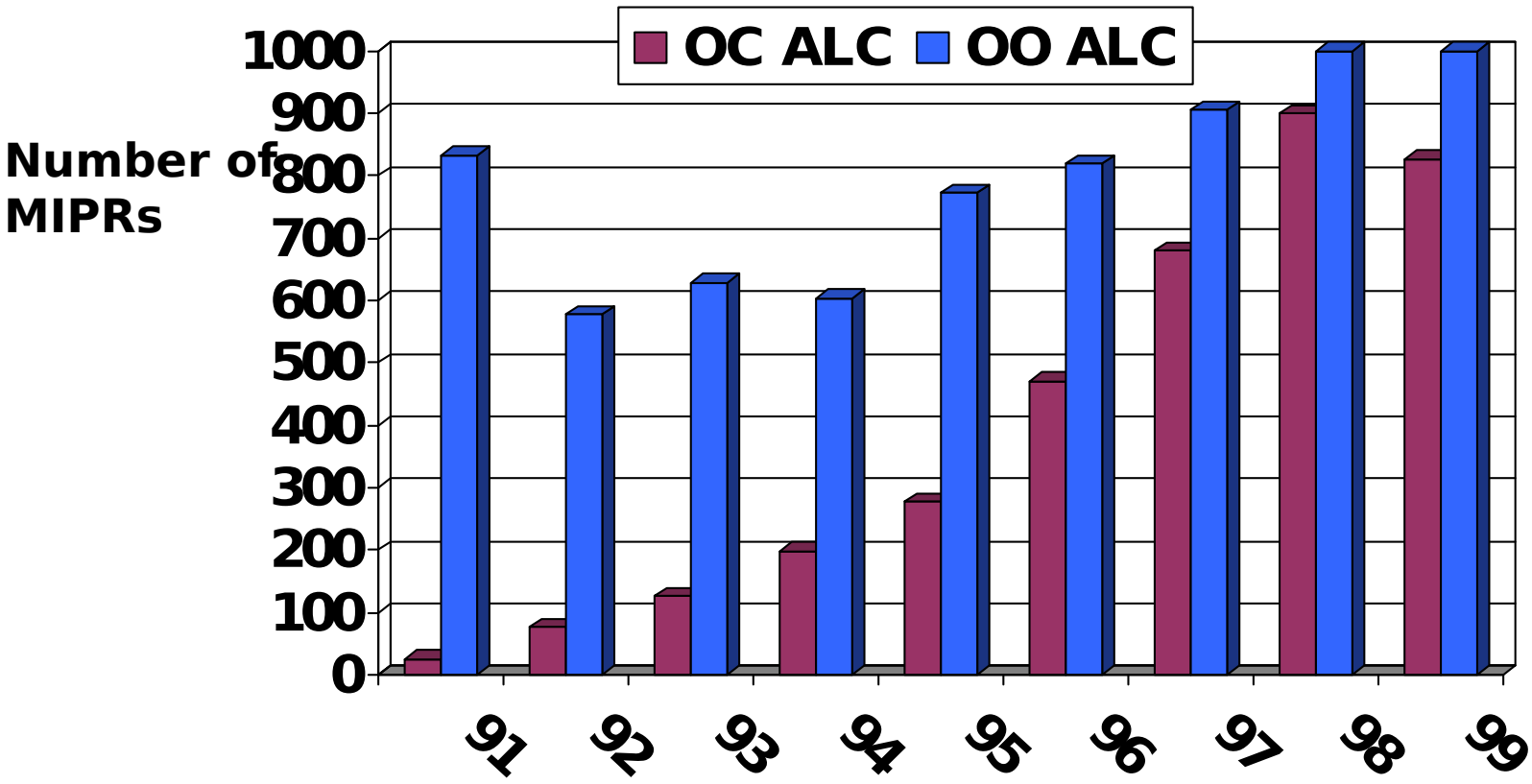
FAST

- **Quick Response Capability to Support Warfighter**
  - **Orders Vs. New Contracts**
- **Flexibility**
  - **Ability to Accomplish a Wide Variety of Tasks**
  - **Access to Wide Experience Base**
- **Customer Focus**
  - **Provide Business Advisor Relationship to Ensure Best Value to the Program Manager and Ultimately the Warfighter**

# BACKGROUND
## Activity in Off-Base Contracting

FAST

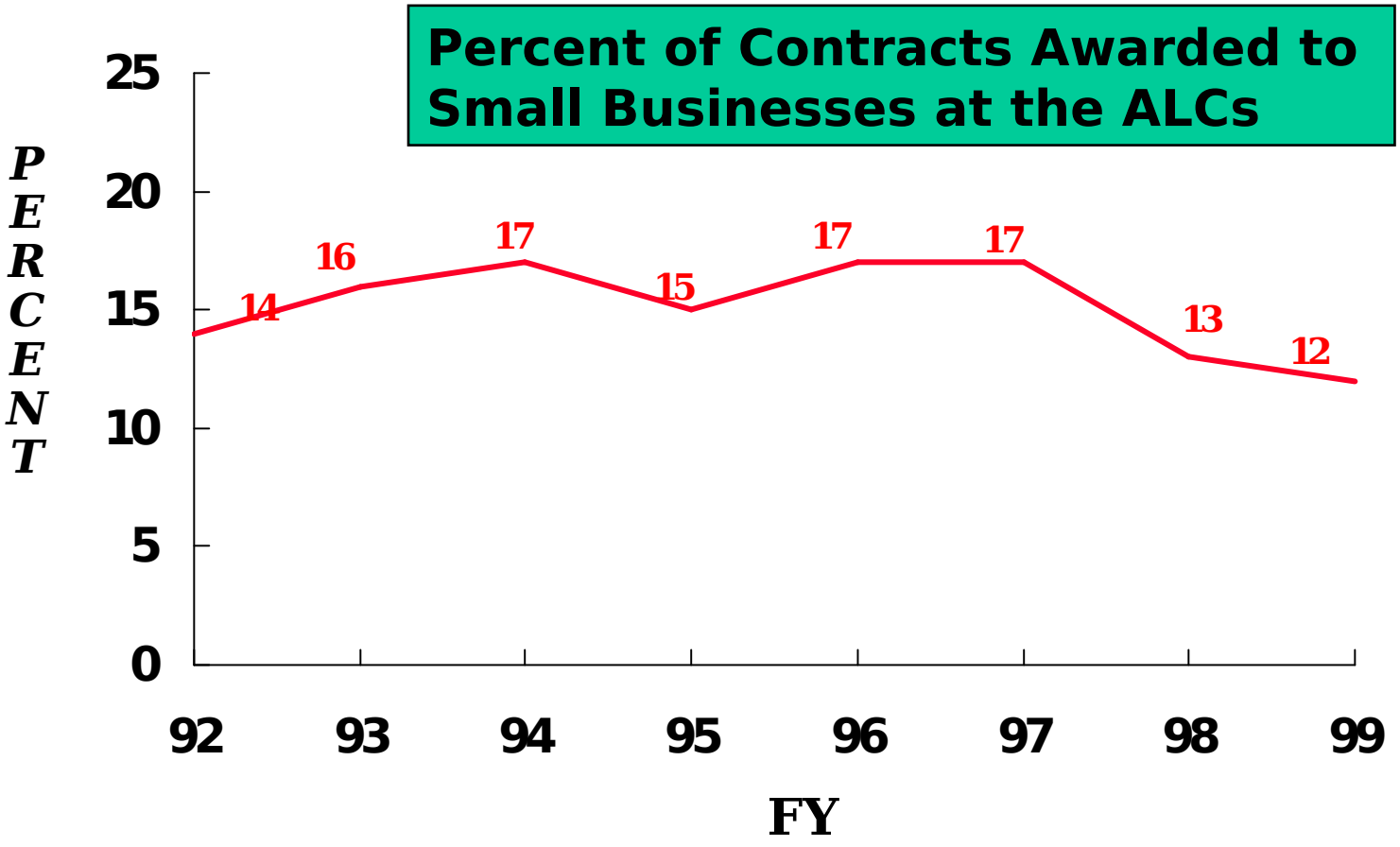
**Military Interdepartmental Purchase Requests (MIPRs**




**Collective MIPR'd Dollars $1.46B/yr - directed sources $365M**

# BACKGROUND
## Decline in Small Business Awards

FAST



# BACKGROUND
## Market Research

FAST

- Performed Extensive Research…What's out there?
- No Predetermined Solution… Reviewed Contracts for Potential to Emulate or Utilize
- Surveyed Industry
- Researched Existing Omnibus-type Contracts
- Visited the Best in Class
- Surveyed Users

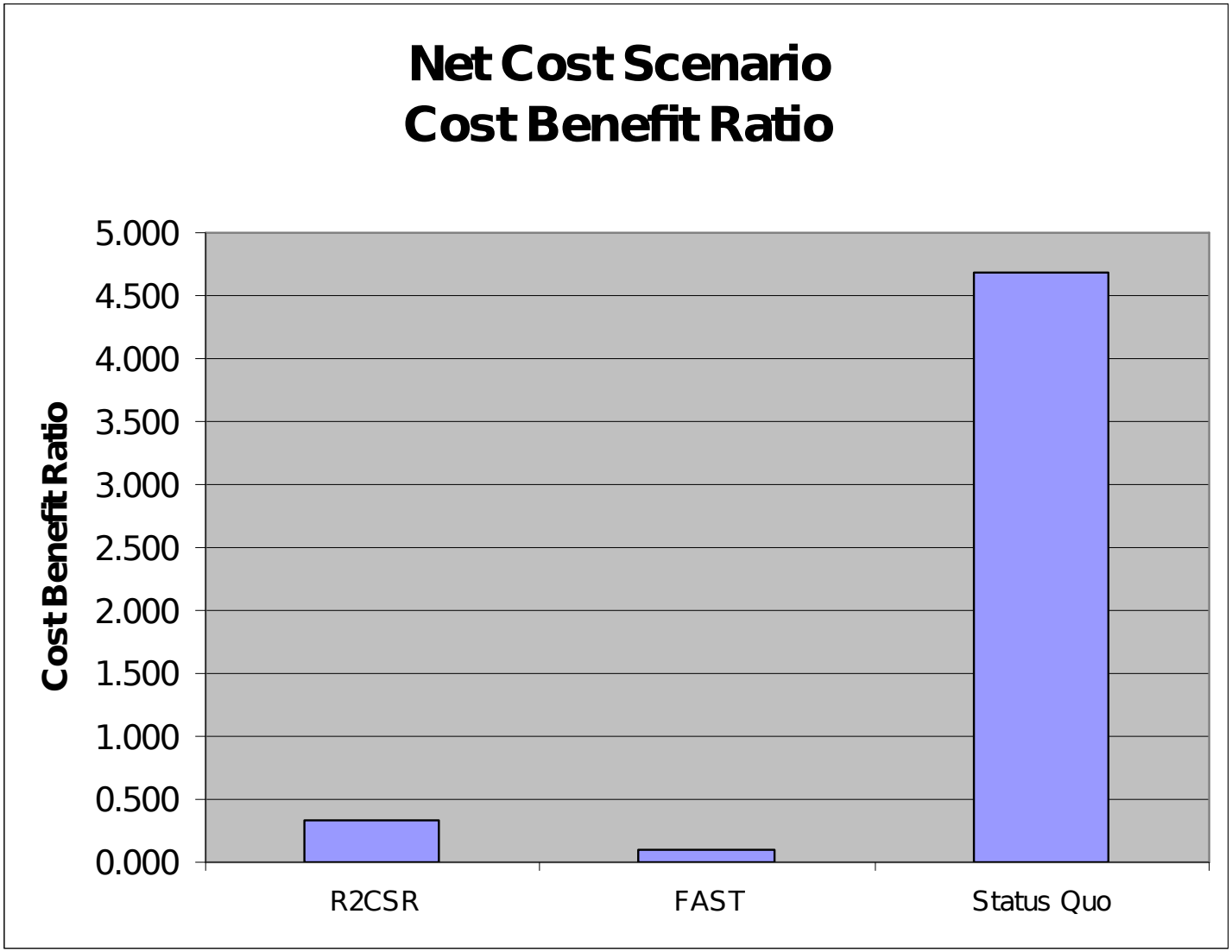
# BACKGROUND
## Action Taken On Survey

FAST

- **Developed Three Alternatives**
  - **Status Quo: Product Directorates Continue Individual Efforts**
  - **R2CSR: Utilize with Negotiated ALC Surcharges**
  - **FAST: Develop New Contract Vehicle**
- **Performed Business Case Analysis to Determine Best Alternative**
  - **Life Cycle Cost Models**
  - **Benefits Matrix**
  - **Cost to Benefits Ratio (Cost Benefit Analysis)**
- **FAST is <u>The Clear Winner</u>**

# BACKGROUND
## Cost Benefit Analysis

FAST



# BACKGROUND
## Benchmark

FAST

- **Army's Rapid Response to Critical System Requirements (R2CSR) Contract**
- **AF Customers- #1 User**

| PROs | CONs |
|---|---|
| Users love it | Surcharge 1-5% |
| Large multi-skilled teams | Centralized ordering |
| On contract < 3 weeks | No SB direct awards |
| 20% SB subcontracting mandate | No competition credit |

# BACKGROUND
## FAST Goals

FAST

- **Goal #1--Meet Program Managers' (PMs') Needs**
  - **Flexible**
  - **Fast**
  - **User Friendly**
- **Goal #2--Reduce Cost**
  - **No Surcharge**
  - **Competition**
- **Goal #3--Increase Dollars to Small Business (SB)**
  - **Direct Award**
  - **Aggressive Subcontracting Requirements**

# BACKGROUND
## GOAL #1--Meet PMs' Needs

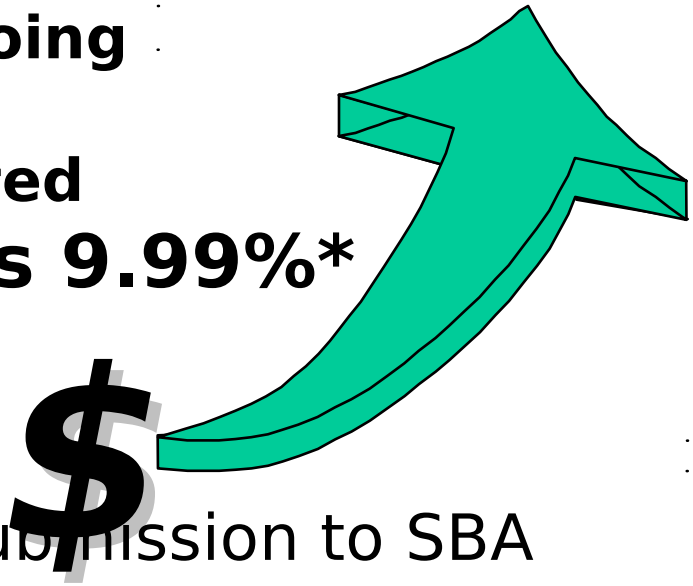
FAST

- **Quick-Response Capability**
  - **Average 19 Days or Less**
- **Flexible**
  - **Accomplish Any or All Requirements on a Single Order**
  - **Multi-functional Contractor Teams**
- **Customer Focused**
  - **Decentralized Ordering**
  - **Optional Usage**
- **Result: <u>More Efficient Execution of USAF Requirements</u>**

# BACKGROUND
## GOAL #2--Reduce Cost

FAST

- **Surcharge Savings 4.49%**
  - **No Charge for AFMC Users**
- **Competition Savings 5.5%**
  - **Reduce Industry Cost of Doing Business**
  - **Each Task Order is Competed**
- **Total Estimated Savings 9.99%***



*Per Bundling Justification for Submission to SBA

# BACKGROUND
## GOAL #3--Increase Dollars To SB

FAST

- **Mandate Aggressive Subcontracting Requirements for Small Business**
  - **23% of Total Contract Dollars vs. Current 8.1%**
- **FAST Contract Will Safeguard the Mandated 23% SB Subcontracting Dollars**
  - **FAST Program Office Will Evaluate PERFORMANCE of Large Businesses in Subcontracting Dollars to SB**
  - **If Large Business Falls Below 23% Requirement, They Will Be Required to Demonstrate Actions to Correct this Failure in Future Task Order Proposals**

# BACKGROUND
## GOAL #3--Increase Dollars To SB

- **2 of 6 Anticipated Awards Reserved for SB**
  - **Anticipate SB winning "fair share" of orders - *33%***
  - **Floor: 15% Direct Award Dollars to SB vs. Current 6.4%**
- **FAST Central Administration Team Will Monitor the 15% Direct Award Dollars**
  - **FAST Program Office and Review Board (SAF/AQC, SAF/SB, and WR-ALC/BC) Will Conduct Reviews to Ensure Contract Goal is Being Met and Take Appropriate Actions When Required**

# BACKGROUND
## GOAL #3--Increase Dollars To SB

FAST

- **Will Not Displace any Current Disadvantaged Business (SDB) Contracts or 8(a) Set-Asides**
  - **Current and Renewal 8(a) Requirements will Remain 8(a)**
  - **Other SDB Requirements Will Remain Outside FAST**
- **FAST is Additive**
  - **Small Businesses will be Provided New Opportunities to Compete for Air Force Dollars Currently Not Available for Competition**
- **Will Stem the Tide of Declining Dollars to SB**

# BACKGROUND SUMMARY

FAST

- **FAST Is the Clear Alternative**
  - **To Improve Warfighter Support**
  - **Reduce Costs**
  - **Improve Small Business Utilization**
  - **Reverse the MIPR Trend**
  - **Reverse the Small Business Trend**
- **FAST is a Win-Win for Industry and the Warfighter**

# *FAST REQUIREMENTS DEFINITION*

**Abe Banks**

**Technical Manager**

# REQUIREMENTS SCOPE

FAST

- Services
- Modifications
- Spares
- Repairs

# SERVICES

# REQUIREMENTS SCOPE
## Services

FAST

- **Skills and Expertise Needed to Support the ALCs' Missions**
- **Examples**
  - **Engineers and Technicians**
  - **Physical Sciences**
  - **Computer Systems, Networking, Systems Administration**
  - **Computer Systems Management**
  - **Engineering Studies & Analysis**

# REQUIREMENTS SCOPE
## Services

FAST

- **Examples (cont)**
  - **Program Office Support**
  - **Financial Management, Budgeting, Funding, Accounting**
  - **Technical Data Management**
  - **Supply & Inventory Management**
  - **Transportation Operations**
  - **Budgeting, Economic Analysis**
  - **Logistics Analysis**

# REQUIREMENTS SCOPE
## Services

FAST

- **Examples (cont)**
  - **Industrial Operations & Facilities**
  - **Quality Assurance, Inspection**
  - **Environmental Compliance**

# MODIFICATIONS

# REQUIREMENTS SCOPE
## Modifications

FAST

- Existing Air Force Managed System
- Any / All Phases of Program
- Improving System Reliability, Maintainability and Sustainability
- Example - Traffic Alert and Collision Avoidance System (TCAS) on C-130s
  - Received Congressional “Add” Money in Mid FY98… Required Expeditious Obligation
  - Used Army CECOM Contract for Integration Design, Trial Installs, Technical Data, and Initial Training
  - Used ESC/GA GANS/GATM ID/IQ Contract for Grp B
  - Used Tinker CFT Contract for Production Installs

# SPARES

# REQUIREMENTS SCOPE

## Spares

FAST

- Contingency
- Limited
- Critical

# REQUIREMENTS SCOPE

## Spares

FAST

- **Contingency**
  - **Source for Part Is Non-responsive; Short Term Work-around Source Is Obtained**
  - **Example:  Attempt to Qualify Another Source Is Unsuccessful; Order Awarded to Qualified Source for Immediate Requirements**

# REQUIREMENTS SCOPE
## Spares

FAST

- **Limited**
  - **Small Quantities**
    - **Example: A Small Number of Spares Needed to Support Emergency Warfighter Requirements**
  - **Low Demand Rate**
    - **Example: Low Demand Item Starts Failing After Twenty Years**

# REQUIREMENTS SCOPE

## Spares

FAST

- **Critical**
  - **Essential Part Needed for Next Higher Assembly to Fulfill Customer Requirement**
  - **Example: Needed Part Is Not Available in Supply System to Make Next Higher Assembly Serviceable**

# REQUIREMENTS SCOPE

## Spares

FAST

- **What FAST Spares Are:**
  - **Low Volume**
  - **Critical Need**
  - **Low Percentage of Spares Requirement**
- **What FAST Spares Are Not:**
  - **Large Quantities of Replenishment or Shelf Stock Spares**
  - **Will Not Disrupt or Displace Current Replenishment Spares Contracts**

# REPAIRS

# REQUIREMENTS SCOPE

## Repairs

FAST

- Contingency
- Limited
- Critical

# REQUIREMENTS SCOPE
## Repairs

FAST

- **Contingency**
  - **Source for Repair Is Non-responsive; Short Term Work-around Source Is Obtained**
  - **Example: During BRAC Realignment Process, Organic SOR in Process of Being Relocated; Unexpected Requirements Generate; Order Awarded to Qualified Repair Source to Fulfill Short Term Requirements**

# REQUIREMENTS SCOPE

## Repairs

FAST

- **Limited**
  - **Small Quantities**
    - **Example: A Special Type of Radar Warning Receiver (Small Number in the Inventory)**
  - **Low Demand Rate**
    - **Example: Item With a High MTBF Begins to Fail Unexpectedly**

# REQUIREMENTS SCOPE
## Repairs

FAST

- **Critical**
  - **Essential Part Needed for Next Higher Assembly to Fulfill Customer Requirement**
  - **Example - During Maintenance Process, SRU Is Required to Make LRU Serviceable; SRU Is Not Available in Supply System**

# REQUIREMENTS SCOPE
## Repairs

FAST

- **What FAST Repairs Are:**
  - **Low Volume**
  - **Critical Need**
  - **Low Percentage of Repair Requirements**
- **What FAST Repairs Are Not:**
  - **Large Quantities of Standard Contract Repairs**
  - **Will Not Disrupt or Displace Current Standard Repair Contracts**

# REQUIREMENTS SCOPE

FAST

- **Technical and Professional Services**
- **Modifications**
- **Contingency, Limited, or Critical Spares**
- **Contingency, Limited, or Critical Repairs**

# ACQUISITION STRATEGY

**Angie Thompson**
**FAST PCO**

# ACQUISITION STRATEGY
## Overview

FAST

- **Market Research / Early Industry Involvement**
- **Source Selection Considerations**
- **Contract Parameters**
- **Contract Schedule**

# ACQUISITION STRATEGY

## Market Research/Early Industry Involvement

FAST

- **Accomplished:**
  - **Surveys Of: Contract Vehicles, Product Directorates and Industry**
  - **Briefings to Local Aerospace Industry**
  - **Use of Directorate of Contracting (PK) Business Opportunities Web Page**
  - **Extensive One-on-one Meetings With Contractors, in Excess of 120**

# ACQUISITION STRATEGY
## Early Industry Involvement

FAST

- **Industry Day 15 Nov 99**
  - **400 in Attendance: 95 Small Businesses; 70 Large Businesses**
- **Risk Assessment Workshop**
  **30 Nov - 2 Dec 99**
  - **44 in Attendance: 17 Small Businesses; 10 Large Businesses**

# ACQUISITION STRATEGY
## Source Selection Considerations

FAST

- Source Selection Procedures
- Source Selection Organization
- Evaluation Criteria
- Proposal Risk
- Past Performance
- Cost / Price Evaluation

# ACQUISITION STRATEGY
## Source Selection Procedures

FAST

- **AFFARS 5315.3 - Best Value Agency Procedures**
- **Select the Best Value Contractor Teams Responsive to the Broad FAST Mission Requirements**

# ACQUISITION STRATEGY
## Source Selection Organization

FAST

- **Source Selection Authority (SSA)**
  - **Principal Deputy Assistant Secretary for the Air Force (Acquisition & Management)**
- **Source Selection Advisory Council (SSAC)**
- **Source Selection Evaluation Team (SSET)**
  - **Joint Membership From All Three ALCs**
- **Performance Risk Assessment Group (PRAG)**
  - **Chaired by OO-ALC**

# ACQUISITION STRATEGY
## Evaluation Criteria

FAST

- **Integrated Assessment**
  - **Four Mandatory Evaluation Factors:**
    - **Factor 1 - Mission Capability**
    - **Factor 2 - Proposal Risk**
    - **Factor 3 - Past Performance**
    - **Factor 4 - Price / Cost**
- **Factors 1 - 3 Are of Equal Importance; Factor 4 Is of Less Importance**

# ACQUISITION STRATEGY
## Evaluation Criteria

FAST

- **Mission Capability Subfactors**
  - **Subfactor 1: Warfighter Support**
  - **Subfactor 2: Responsiveness**
  - **Subfactor 3: Team Structure**
  - **Subfactor 4: Small Business Strategy**
- **Subfactors 1 and 2 Are of Equal Importance; Subfactor 3 Is of Less Importance than 1 or 2; Subfactor 4 Is of Less Importance than 1, 2 or3**

# ACQUISITION STRATEGY
## Evaluation Criteria

FAST

- **Mission Capability Evaluation**
  - **Risk Assessment Workshop Determined Areas of Discrimination**
  - **Sample / Actual Tasks Will Be Part of Evaluation**
  - **Pop Quiz**
  - **Oral Presentations Will Be Required**
    - **Conducted and Taped at WR-ALC**
    - **Q & A Session Will NOT Constitute Discussions**

# ACQUISITION STRATEGY
## Proposal Risk

FAST

- **Evaluated at the Mission Capability Subfactor Level**
- **Focuses on the Risks and Weaknesses Associated With an Offeror's Proposed Approach**
- **Includes Assessment for**
  - **Disruption of Schedule**
  - **Increased Cost**
  - **Degradation of Performance**
  - **Need for Increased Government Oversight**
  - **Likelihood of Unsuccessful Contract Performance**

# ACQUISITION STRATEGY
## Past Performance

FAST

- **Evaluate Offeror's Present and Past Work Record**
  - **Past Performance Volume, Surveys, Questionnaires, CPARS, Other Sources**
- **Assess Government's Confidence in Offeror's Probability of Successfully Performing As Proposed**
- **Accomplish for Each Offeror and Their Critical Teaming / Joint Venture and Subcontractors**
- **Focus on Performance Relevant to Mission Capability Subfactors**

# ACQUISITION STRATEGY
## Cost / Price Evaluation

FAST

- **What We Will Evaluate**
  - **Labor Rates**
  - **Add-On Factors**
  - **Sample Task Prices**
    - **Direct Material**

# ACQUISITION STRATEGY
## Cost / Price Evaluation

FAST

- **How We Will Evaluate**
  - **Reasonableness**
    - **Accomplished on All Labor Rates: Fixed Price (FP), Time & Material (T&M), Cost**
  - **Realism Analysis**
    - **Performed on all Cost Type Rates and Sample Tasks**

# ACQUISITION STRATEGY
## Contract Parameters

FAST

- Commercial vs. Noncommercial
- Contract Type
- Contract Structure
- Special Terms and Conditions
- Other

# ACQUISITION STRATEGY

FAST

## Contract Parameters

- **Commercial (FAR Part 12) Vs. Noncommercial (FAR Part 15)**
  - **FAST Will Be Non-commercial, Acquired Under FAR 15 Provisions**
  - **Users Indicated a Need for Flexible Pricing Arrangements**

# ACQUISITION STRATEGY
## Contract Parameters

FAST

- **Contract Type:  Multiple Award ID/IQ**
  - **Allows for Maximum Flexibility in Ordering; Easy to Use**
  - **Minimum Guarantee - $500,000**
  - **Awardees Will Not Receive Contract Until First Order Is Issued (“Minimum Guarantee”)**

# ACQUISITION STRATEGY
## Contract Parameters

FAST

- **Contract Structure:**
  - **6 Awards; 4 Full and Open Competition; 2 Reserved for Small Business**
  - **Pricing: Multiple Pricing Arrangements (FP, T&M, Cost)**
  - **CLINs: "Menu" of CLINs for Various Services / Supplies to Be Procured**
  - **Length: 7 Years (Basic 5-year and One 2-year Option)**
    - **Rates Included in Contracts for Basic Period**
    - **Rates for Option Period Will Be Calculated Based on Economic Price Adjustment**

# ACQUISITION STRATEGY
## Contract Parameters

FAST

- **Contract Structure: Multiple Awards**
  - **Allows Customer to Reach Contractor Who Provides the Best Value for a Supply / Service**
  - **All Orders Will Be Considered in Accordance With Fair Opportunities Clause(s) Set Forth in the Basic Contract, and Evaluated in Accordance With Evaluation Criteria Set Forth in Each Order Request**

# ACQUISITION STRATEGY
## Contract Parameters

FAST

- **Special Terms and Conditions**
  - **Performance of Work During Crisis**
  - **Organizational Conflict of Interest**
  - **Ordering Clause**
  - **Partnering Clauses**
    - **Buyer's Perspective:  Will Include a Provision to Allow Partnering**
    - **Seller's Perspective:  ALCs' Business Development Offices Working Together to Craft Strategy**

# ACQUISITION STRATEGY
## Contract Parameters

FAST

- **Other Considerations: Small Business Issues**
  - **Subcontracting Requirement for Large Business**
    - **23% (or Higher %, If Proposed by Contractor) of the Total Obligated Dollars**
  - **Evaluated Throughout the Life of the Contract**
    - **Monitored by Central Administration Team at WR-ALC**
  - **Failure to Meet Requirement Affects Contractor's Past Performance, and Will Be Considered Before Award of New Orders**

# ACQUISITION STRATEGY
## Contract Parameters

FAST

- **Other Considerations: Small Business Issues**
  - **Intent to Award 15% of Total Obligated Dollars to Small Business**
    - **Evaluated Quarterly at Program Level Over Life of Contracts**
    - **Corrective Action, If Necessary**

# ACQUISITION STRATEGY
## FAST OCI Strategy

FAST

- AFMC OCI Clauses Incorporated Into the Solicitation / Contract
- OCI Considered at the Order Level When Potential Conflicts Are Identified
  - **Appropriate Clauses Implemented at Order Level**
- Multiple Awards Allow Contractors to Decline an Order If an OCI Is Identified
- Actual OCIs May Require Mitigation Plans When in the Best Interests of the Government
- Tailored Clause Posted to Web Page Nov 99

# ACQUISITION STRATEGY
## Contract Schedule

FAST

| EVENT | DATE |
|---|---|
| ACQUISITION STRATEGY PANEL | 21 Mar 00 |
| DRAFT RFP RELEASE | 22 May 00 |
| CBD SYNOPSIS OF FORMAL RFP | Jun 00 |
| RFP RELEASE | Jul/Aug 00 |
| PAST PERFORMANCE / RATES REC'D | Aug/Sep 00 |
| ORAL PRESENTATIONS | Sep/Oct 00 |

# ACQUISITION STRATEGY
## Contract Schedule

FAST

| EVENT | DATE |
|---|---|
| DISCUSSIONS 00 | Nov / Dec |
| FINAL PROPOSAL REVISIONS | Jan 01 |
| SSA DECISION | Feb 01 |
| CONGRESSIONAL NOTIFICATION | Feb 01 |
| CONTRACT AWARD | Feb 01 |
| DEBRIEFINGS 01 | Feb / Mar |

# DRAFT RFP FREQUENTLY ASKED QUESTIONS

- OCI
- 23% Subcontracting Requirement
- Depot Partnering
- Performance of Work During Crisis

# Cost Questions

- **1)** Three labor categories, Journeyman Engineer Analyst, Senior Computer Engineer, and Librarian, are included in ATCH 4 but not in the Rate Tables, ATCH 5. Please clarify.
- **Answer:** These categories were inadvertently left in the ATCH category descriptions and will be deleted in the final RFP.
  - **Attachment 4, will delete those 3 categories and the categories formerly listed as "to be considered" in the Addendum will be renumbered to match the Rate Tables.**

# Cost Questions

- **2)** Request for Economic Price Adjustment clause and/or Reopener clause for changes to FPRA's subsequent to award.
- **Answer:** A type of Price Adjustment clause will be included in the final contract that provides for DRI type adjustments to 5th year labor rates for Option (yrs 6 & 7). No Reopener clause will be included for FPRA changes.

# Cost Questions

- **3)** Which Wage Determination (WD) should be used as the basis for the proposed labor rates to be included in the Rate Tables, ATCH 5?
- **Answer:** Contractors need to bid their rates to ensure that the minimum WD rates are met for all possible areas where work is anticipated to be performed. The rates in the contract will be NTE rates. For evaluation of Sample Tasks, we will be comparing proposed rates to the Macon, GA WD to ensure the minimum is proposed.

# Cost Questions

- **4)** Relative to the Add-on Factors, clarify when profit/fee is and is not applicable.
- **Answer:** We anticipate that many of the orders will be T&M, and material will be reimbursed at cost, without profit. All other factors will be applied to their appropriate cost and will have profit proposed at the D/TO level – depending on the Contract type. The final RFP and Rate Table spreadsheet for Add-on factors will reflect these changes.

# Cost Questions

- **5)** Should the Prime contractor's proposal include all rates for all subcontractors?
- **Answer**: Yes. However, any proprietary information or supporting data may be submitted directly to the PCO, if preferred. It is the responsibility of the Prime Contractor to ensure that all categories are proposed within their team. All rates, prime and subs, will be included in the contract, although it is not a requirement for each subcontractor to propose every category.

# Cost Questions

- **6)** Section L, Cost / Price Volume Instruction, Paragraph 5.2.3.b, page 72 references the following: Labor rates shall be based on an eight (8) hour day, forty (40) hour workweek, and a two thousand eighty (2080) hour productive work year.
- **Answer:** We will delete the word “productive” from the final RFP.

# Cost Questions

- **7)** Is it permissible for bidders to insert columns within the individual worksheets ?
- **Answer:** Offerors may add additional columns, calculations, etc. as long as they do not affect the Rate Table formulas, calculations or print out of the sheets.

# Rate Table Corrections

FAST

- There are two specific/minor errors in the Rate Table spreadsheets.
  - ***Summary Rates On-site tab*****: The formula in cell D144 contains an error that is carried through cell D166. You can copy cell D143 to D144-D166 to correct.**
  - ***Summary On-site tab*****: prints out portrait format on page 1 and landscape on pages 2,3. Change pages 2,3 to print in portrait format.**

  Corrections will be put on the web page, or you can correct formulas in the spreadsheet manually.

# Technical Team Questions

FAST

- Engineering Labor Categories
- Representatives for Presentations
- Sample Task Presentation
- Sample Tasks
- Team Structure Matrix

# BREAK

# One-On-One Meetings

FAST

- **Attend as scheduled (30 Scheduled)**
- **LK Chart Room 14-16 Jun**
  - **North end, Second floor, Building 301EW**
  - **30 Minutes each; one every 45 Minutes**
  - **Government Representatives**
    - **Program Management**
    - **Contracting**
    - **Technical**
- **RFP Focus**

# Closing Comments

FAST

- **Answers**
  - **On FAST Web Page**
- **Our Goal is to make FAST contracts the best in DoD**
  - **With your support we can make it happen**
- **Thanks for attending the FAST Pre-Solicitation conference**